A3940-1.24

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1990

MIDDLE ATLANTIC REGION (MAPA)

American University
Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 8, 1990 through March 12, 1990) and cumulatively (September 1, 1989, and March 12, 1990). The block tables list data for the cumulative period and include only those categories for which offers were reported.

Copyright 1990 by The College Placement Council, Inc.
No part of this publication may be used, adapted, or reproduced in any manner whatsoever without written permission.
ISSN 1048-7697

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	22	734	$28327	$25614	$32000	$28650	$24000	81	2015	$27611	$26179	$33000	$28500	$22000
BUSINESS ADMIN (INCL MGMT	5	160	27880	23396	*	*	*	18	414	24078	22545	*	*	*
DISTRIBUTION MANAGEMENT	+	10	+	26220				1	28	20500	25108	*	*	*
ECONOM & FINANCE (BANKING	4	205	27125	25105	*	*	*	12	467	26052	24149	*	*	*
HOTEL/RESTAURANT MGMT.	+	4	+	20900				+	31	+	20005			
HUMAN RSRCS (incl LABOR R	+	20	+	24740				+	50	+	24153			
MANAGEMENT INFO SYSTEMS	+	65	+	26664				1	160	25800	26926	*	*	*
MARKETING/MARK MGMT (RESR	2	171	24800	22727	*	*	*	11	501	24363	22759	*	*	*
REAL ESTATE	+	5	+	22900				+	14	+	24561			
COMMUNICATIONS														
ADVERTISING	+	11	+	17238				+	22	+	17985			
COMMUNICATIONS	1	33	22200	19983	*	*	*	1	107	22200	20160	*	*	*
JOURNALISM	+	14	+	18879				+	37	+	17351			
TELECOMMUN/BROADCASTING	+	5	+	13920				+	13	+	18101			
EDUCATION														
ELEMENTARY EDUCATION	+	74	+	19103				2	234	24202	19142	*	*	*
PRE-ELEMENTARY EDUCATION	+	15	+	17584				+	23	+	16783			
PHYSICAL EDUCATION	+	5	+	17840				+	23	+	19397			
SPECIAL EDUCATION	+	22	+	20796				+	52	+	19876			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	21280				+	36	+	18902			
TEXTILES & CLOTHING	+	2	+	24300				1	30	20000	20538	*	*	*
MERCHANDISING MANAGEMENT	+	4	+	20158				2	28	14490	18335	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21400				+	6	+	22026			
LETTERS (incl English, Li	+	17	+	20065				+	51	+	19050			
VISUAL & PERFORMING ARTS	+	7	+	18000				1	35	14500	18727	*	*	*
HUMANITIES - OTHER	1	17	25000	31518	*	*	*	1	45	25000	25247	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	7	+	20227				+	13	+	20583			
HISTORY	+	3	+	25000				1	8	22800	22469	*	*	*
POLITICAL SCIENCE/GOVT	+	16	+	21706				1	42	16120	21986	*	*	*
PSYCHOLOGY	+	21	+	20940				2	53	18250	19655	*	*	*
SOCIOLOGY	+	5	+	27900				+	12	+	23624			
SOCIAL SCIENCES-OTHER	+	4	+	16226				+	16	+	17827			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	70	31600	30699	*	*	*	2	116	31350	30666	*	*	*
AGRICULTURAL	+	12	+	32006				+	15	+	31205			
ARCHITECTURAL	+	8	+	30590				+	22	+	30174			
BIOENGINEERING & BIOMEDIC	+	4	+	30353				+	6	+	29568			
CHEMICAL	10	438	35185	35336	*	*	*	24	673	35194	35207	36000	35250	34260
CIVIL	6	174	28107	27762	*	*	*	9	410	28182	27645	*	*	*
COMPUTER	6	49	34283	32310	*	*	*	7	84	34643	31899	*	*	*
ELECTRICAL/ELECTRONIC	17	433	33144	32025	*	*	*	55	950	31192	31624	34000	31500	25343

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	2	151	$31110	$31196	*	*	*	26	297	$30752	$30964	$32400	$31410	$27600
MECHANICAL	21	512	31377	32143	$34800	$31500	$26252	55	1045	31264	32082	34800	31800	26000
METALLURGICAL	3	39	33400	31872	*	*	*	4	74	33105	31998	*	*	*
MINING (INCL GEOLOGICAL)	+	+	+	+				2	16	30000	28961	*	*	*
NUCLEAR	+	5	+	31630				4	15	32700	30583	*	*	*
PETROLEUM	+	16	+	36788				+	58	+	36120			
TEXTILE	+	3	+	33669				+	3	+	33669			
ENGINEERING TECHNOLOGY	1	29	31200	31576	*	*	*	3	102	30833	29934	*	*	*
INDUSTRIAL TECHNOLOGY	+	2	+	29250				+	21	+	24976			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	15	+	22924				+	36	+	22649			
ANIMAL SCIENCES	+	5	+	18400				+	16	+	17830			
PLANT SCIENCES	+	2	+	21500				+	5	+	21200			
NATURAL RESOURCES	+	1	+	17700				1	4	18000	17925	*	*	*
OTHER AGRICULTURAL SCIENC	+	3	+	30667				+	14	+	25223			
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	134	31425	29217	*	*	*	15	370	27807	29091	*	*	*
COMPUTER PROGRAMMING	2	21	22626	29110	*	*	*	5	30	24256	28531	*	*	*
INFORMATION SCIENCES & SY	4	48	32093	30014	*	*	*	10	149	28777	28615	*	*	*
SYSTEMS ANALYSIS	+	2	+	27250				+	2	+	27250			
HEALTH SCIENCES														
ALLIED HEALTH	6	37	27595	27656	*	*	*	7	48	27339	26526	*	*	*
HEALTH SCIENCES	2	4	29491	24745	*	*	*	6	16	26120	22470	*	*	*
NURSING	+	14	+	27450				+	23	+	26630			
PHARMACY	+	7	+	31677				3	17	38478	33576	*	*	*
SCIENCES														
ACTUARIAL	+	2	+	26000				+	7	+	28986			
ARCHITECTURAL & ENVIRONME	+	7	+	26440				+	11	+	23248			
BIOLOGICAL	+	7	+	20143				+	25	+	21780			
CHEMISTRY	+	24	+	29107				+	42	+	28057			
GEOLOGY & GEOLOGICAL SCI	+	2	+	15240				+	9	+	19887			
MATHEMATICS	3	17	31400	26721	*	*	*	5	66	26637	24250	*	*	*
PHYSICS	+	5	+	24400				+	11	+	25547			
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	2	+	24000			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	24	+	26861				+	24	+	26861			
TOTALS	121	3988						379	9400					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	17	552	$27653	$25880	*	*	*	70	1583	$27682	$26417	$33000	$28550	$21500
ACCOUNTING (PRIVATE)	2	187	29550	24615	*	*	*	10	456	23914	25049	*	*	*
COMMERCIAL BANKING (CNSMR	1	21	21500	22257	*	*	*	1	44	21500	21059	*	*	*
COMMERCIAL BANKING (LENDG	1	20	26500	23674	*	*	*	1	60	26500	22844	*	*	*
INVESTMT BANKING (CORP FN	+	7	+	28643				1	15	30800	28151	*	*	*
INVESTMT BANKNG (M & A)	+	4	+	25450				+	5	+	24627			
INVESTMT BANKG (REAL EST)	+	3	+	23067				+	6	+	25033			
INVESTMT BANKG (SALES & T	+	3	+	16183				+	4	+	19638			
FINANCIAL/TREASURY ANALYS	3	104	30000	26452	*	*	*	4	184	28454	26306	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	15	+	20160				+	21	+	20333			
UNDERWRITING	+	7	+	22671				+	39	+	22031			
INSURANCE - CLAIMS	1	16	22200	22775	*	*	*	1	40	22200	21936	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	4	+	21250				+	11	+	18616			
MEDIA PLANNING	+	3	+	16667				+	9	+	19382			
REPORTING	+	3	+	16167				+	7	+	15923			
PRODUCTION	+	7	+	27094				+	19	+	25762			
PUBLIC RELATIONS	1	12	25000	23167	*	*	*	1	27	25000	20830	*	*	*
WRITING / EDITING	+	12	+	17450				+	22	+	17955			
MARKETING														
ADVERTISING	1	14	21600	19821	*	*	*	1	28	21600	19359	*	*	*
BRAND/PRODUCT MANAGEMENT	2	21	29600	27730	*	*	*	4	56	27240	25173	*	*	*
BUYER/MERCHANDISING	+	20	+	22602				1	97	20000	22647	*	*	*
DISTRIBUTION	+	12	+	31883				1	29	28500	26966	*	*	*
MARKET RESEARCH	1	9	31020	27120	*	*	*	2	15	28890	25856	*	*	*
PURCHASING	1	9	30000	22905	*	*	*	4	20	27525	23423	*	*	*
SALES	3	222	32333	25009	*	*	*	13	549	29774	24670	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	6	+	22383				1	18	17000	20519	*	*	*
FINANC,TAXA, MONETARY POL	+	5	+	18512				+	14	+	21873			
ECONOMIC PROGRAMS	+	10	+	27569				+	11	+	26699			
LAW ENFORCEMENT	+	9	+	26556				+	12	+	25083			
MILITARY	+	6	+	18280				+	39	+	21771			
NATIONAL SECURITY	+	1	+	21000				+	2	+	26850			
URBAN / REGIONAL PLANNING	+	+	+	+				+	1	+	27500			
ENGINEERING														
BIOENGINEERING	+	7	+	29371				+	12	+	27554			
DESIGN / CONSTRUCT	5	279	32420	30142	*	*	*	11	613	31496	29990	*	*	*
ENVIRONMENTAL/SANITATION	1	31	20640	29627	*	*	*	1	56	20640	28852	*	*	*
MANUFACTURING/INDUSTRIAL	16	318	32733	32550	*	*	*	46	712	31832	32172	34500	32310	29400
SYSTEMS / PROGRAMMING	1	59	33500	30916	*	*	*	2	132	31650	30841	*	*	*
POWER SYSTEMS	5	61	31806	32242	*	*	*	15	130	32232	31767	*	*	*
SOFTWARE DESIGN & DEVELOP	1	50	43400	31606	*	*	*	8	117	31067	31403	*	*	*
HARDWARE DESIGN & DEVELOP	1	40	34300	32181	*	*	*	2	97	35550	31794	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	7	129	$32201	$32612	*	*	*	21	265	$29261	$31905	$33800	$26252	$25343
TESTING	+	35	+	31190				4	107	30733	30487	*	*	*
PROCESS ENGINEERING	7	312	35478	35485	*	*	*	22	522	35072	35057	36000	35250	34260
PROJECT ENGINEERING	7	132	31714	32696	*	*	*	28	379	31872	32276	34800	31850	30700
OTHER ENGINEERING	10	375	32610	31952	*	*	*	17	597	32020	31466	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	4	+	23125				1	18	27500	21693	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	1	+	28500				+	10	+	22371			
NURSES / PERSONAL CARE	+	15	+	26420				+	24	+	25629			
OCCUPATIONAL THERAPY	8	13	28069	26585	*	*	*	11	17	27326	26332	*	*	*
PHARMACIST	+	1	+	29500				3	7	38478	35519	*	*	*
PHYSICAL THERAPY	+	18	+	29489				+	18	+	29489			
RESPIRATORY THERAPY	+	3	+	18167				+	3	+	18167			
OTHER HEALTH RELATED	+	12	+	22542				1	28	18500	20993	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	7	+	19798				+	14	+	18376			
COUNSELING	+	11	+	17175				+	27	+	16521			
FUNDRAISING / DEVELOPMENT	+	+	+	+				1	5	20000	17180	*	*	*
SOCIAL WORK	+	7	+	18821				+	19	+	18556			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	3	117	25084	29092	*	*	*	15	329	25912	28210	*	*	*
INFORMATION SYSTEMS	5	81	32244	27129	*	*	*	8	172	30215	26945	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	70	+	30501				6	172	25792	29793	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	2	5	31800	29490	*	*	*	2	13	31800	29604	*	*	*
AGRICULTURE/NAT'L RESOURC	+	14	+	21390				1	49	18000	20329	*	*	*
ARCHITECTURE	+	1	+	19200				+	6	+	18308			
CONSULTING	4	119	29000	28866	*	*	*	7	221	28000	28183	*	*	*
HUMAN RESRCS /INDUS RELS	+	14	+	23436				3	41	21267	23478	*	*	*
MANAGEMENT TRAINEE	3	179	24633	22968	*	*	*	22	572	22556	21439	27600	22800	17800
MATH/STATISTICIANS	1	1	30500	30600	*	*	*	3	8	23195	23236	*	*	*
PARALEGAL	+	2	+	12150				+	5	+	16460			
RESEARCHERS NON-TECHNICAL	+	3	+	23000				+	6	+	23833			
RESEARCHERS - TECHNICAL	+	15	+	28225				+	23	+	27089			
TEACHING	+	123	+	19500				2	411	24202	19116	*	*	*
TOTALS	121	3988						379	9400					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 2 MARCH 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	56	+	$27929				+	141	+	$29205			
MBA--NON-TECH	1	46	$30100	35990	*	*	*	3	143	$31300	33670	*	*	*
MBA--TECH	+	10	+	37650				+	26	+	36812			
MS-BUSINESS	+	+	+	+				1	16	45000	34006	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	17	+	39450				+	33	+	37349			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	3	8	30000	30613	*	*	*	3	17	30000	30102	*	*	*
MANAGEMENT INFORMATION SY	+	2	+	29500				+	5	+	34080			
MARKETING/MKTNG MGT (RESE	+	3	+	39974				+	6	+	37622			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	28622				+	9	+	26681			
ELEMENTARY EDUCATION	+	11	+	22189				+	23	+	22222			
PHYSICAL EDUCATION	+	1	+	24500				+	1	+	24500			
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	14	+	21471				+	24	+	22129			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	26000				+	1	+	26000			
LETTERS	+	1	+	22000				+	3	+	18000			
VISUAL & PERFORMING ARTS	+	1	+	21000				+	1	+	21000			
HUMANITIES - OTHER	+	1	+	23000				+	2	+	21500			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	20000				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	18	+	22246				+	24	+	23993			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	4	+	22315				+	5	+	22535			

continued

MAPA REGIONAL Report No. 2 MARCH 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	7	+	$33843				+	16	+	$34881			
AGRICULTURAL	+	3	+	36100				+	3	+	36100			
BIOENGINEERING & BIOMEDIC	+	1	+	42000				+	1	+	42000			
CHEMICAL	+	28	+	37530				+	38	+	37072			
CIVIL	+	48	+	32433				+	95	+	32076			
COMPUTER	1	11	$43400	34011	*	*	*	1	12	$43400	34457	*	*	*
ELECTRICAL/ELECTRONIC	1	63	40000	36823	*	*	*	4	107	35524	36776	*	*	*
INDUSTRIAL	+	18	+	34653				1	27	35600	35454	*	*	*
MECHANICAL	+	58	+	36586				3	101	34712	36606	*	*	*
METALLURGICAL	+	11	+	36384				+	16	+	36976			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	1	+	28800				+	1	+	28800			
PETROLEUM	+	2	+	34080				1	10	30000	37626	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	3	+	23000				1	5	24000	25450	*	*	*
HEALTH SCIENCES	+	+	+	+				+	2	+	20800			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	2	+	20600				+	2	+	20600			
CHEMISTRY	+	6	+	32988				2	10	33250	31893	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	23	43400	36331	*	*	*	2	59	43400	36959	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	2	+	29680				1	13	34800	32090	*	*	*
MATHEMATICS (INCL ACTUARI	+	3	+	22395				+	11	+	29630			
PHYSICS	+	2	+	29960				+	5	+	29934			
POLYMER	+	+	+	+				2	2	34980	34980	*	*	*
TOTALS	8	493						25	1024					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	25	+	$43996			
MBA--TECH	+	8	+	56875			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	24	+	45022			
MBA--TECH	+	31	+	50912			
OVER 4 YEARS							
MBA--NON-TECH	+	26	+	39612			
MBA--TECH	+	10	+	50670			
TOTALS	+	124					

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	63	+	$41681			
MBA--TECH	+	12	+	51917			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	60	+	44642			
MBA--TECH	+	41	+	50948			
OVER 4 YEARS							
MBA--NON-TECH	+	69	+	45272			
MBA--TECH	+	17	+	56747			
TOTALS	+	262					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	1	+	$51903				+	2	+	44952			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	29000				+	10	+	43870			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	1	+	26000				+	4	+	37000			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				+	1	+	50000			
CHEMICAL	+	16	+	51968				+	25	+	50700			
CIVIL	+	+	+	+				+	1	+	37200			
COMPUTER	+	1	+	57000				+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	6	+	57167				+	11	+	55900			
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	+	[illegible]	+	47627				+	7	+	47019			
METALLURGICAL	+	[illegible]	+	49550				1	6	$51120	50553	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	30	+	46812				+	38	+	45307			
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	1	+	32000				+	3	+	34667			
PHYSICS	+	1	+	42000				+	7	+	41340			
POLYMER	+	1	+	45000				+	1	+	45000			
TOTALS	+	68						1	126					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27643 70 37400/21500						28800 1	32000 2	
BUSINESS ADMIN (INCL MGMT				26500 1		21400 2			
ECONOM & FINANCE (BANKING	28375 4			21500 1					
CIVIL								26000 2	
COMPUTER						43400 1			
ELECTRICAL/ELECTRONIC						34500 2			
MECHANICAL								26000 2	
ENGINEERING TECHNOLOGY							29800 1		
COMPUTER SCIENCE				25900 1		29420 5			
COMPUTER PROGRAMMING							19000 1		
INFORMATION SCIENCES & SY						28100 5	31020 1		
MATHEMATICS								33300 1	

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	25000 1					30000 1			
BUSINESS ADMIN (INCL MGMT				20000 1		20433 3			
ECONOM & FINANCE (BANKING	30000 2			24000 1		24900 2			
MARKETING/MARK MGMT (RESR	23000 1			25000 1		21713 3			
COMMUNICATIONS				22200 1					
TEXTILES & CLOTHING						20000 1			
MERCHANDISING MANAGEMENT						14490 2			
VISUAL & PERFORMING ARTS						14500 1			
HISTORY						22800 1			
POLITICAL SCIENCE/GOVT		16120 1							
PSYCHOLOGY						18000 1			
INDUSTRIAL						24700 2			
COMPUTER SCIENCE	26004 1								
PHARMACY						41600 1			
MATHEMATICS				30300 1					

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BUSINESS ADMIN (INCL MGMT						17000 1			
ECONOM & FINANCE (BANKING			20004 1						
ELEMENTARY EDUCATION					24202 2				
PSYCHOLOGY								18500 1	
CIVIL							20640 1		
ELECTRICAL/ELECTRONIC		35800 3	29910 1	32285 12	25343 3	26127 9			
INDUSTRIAL			27600 2	31700 1					
MECHANICAL				31728 2		25525 5			
COMPUTER SCIENCE		30000 1				23716 3			
COMPUTER PROGRAMMING					25570 4				
INFORMATION SCIENCES & SY				27600 1					
ALLIED HEALTH					28631 1			27148 5	
HEALTH SCIENCES					26237 1			33000 1	25827 3
PHARMACY								36917 2	
MATHEMATICS						19493 2			

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									28413 3
BUSINESS ADMIN (INCL MGMT									26829 7
DISTRIBUTION MANAGEMENT									28500 1
MARKETING/MARK MGMT (RESR							29736 1		27173 3
AEROSPACE & AERONAUTICAL					31600 1				
CHEMICAL									35259 23 36600/34500
CIVIL								30167 6	
ELECTRICAL/ELECTRONIC									34000 2
INDUSTRIAL								31500 2	33020 4
MECHANICAL							32550 2	29820 1	32040 5
METALLURGICAL							33600 1		
COMPUTER SCIENCE									31425 2
INFORMATION SCIENCES & SY									32850 1
ALLIED HEALTH			27000 1						
HEALTH SCIENCES				20000 1					

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING					24900 1				28500 1
BUSINESS ADMIN (INCL MGMT		25800 2	26400 1						
ECONOM & FINANCE (BANKING	23816 1								
MANAGEMENT INFO SYSTEMS					25800 1				
MARKETING/MARK MGMT (RESR		22000 1							
AEROSPACE & AERONAUTICAL		31100 1							
CHEMICAL								33700 1	
COMPUTER		34025 4						31500 2	
ELECTRICAL/ELECTRONIC	32136 1	32286 14		32910 2	31400 3			33000 1	34000 1
INDUSTRIAL		31135 11			32400 1			31200 1	
MECHANICAL		30932 14	31500 2		31200 8		34175 4	34880 5	
METALLURGICAL					32940 3				
MINING (INCL GEOLOGICAL)						28500 1			
NUCLEAR		33120 1			32560 3				
ENGINEERING TECHNOLOGY		31500 1							
NATURAL RESOURCES								18000 1	
COMPUTER SCIENCE	28008 1	26100 1							
INFORMATION SCIENCES & SY		30000 1			25800 1				
MATHEMATICS	30600 1								

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							14000 1
MARKETING/MARK MGMT (RESR			21600 1				
HUMANITIES - OTHER							25000 1
ELECTRICAL/ELECTRONIC						31500 1	
INDUSTRIAL							31050 2
MECHANICAL		33200 3				32490 2	
MINING (INCL GEOLOGICAL)							31500 1
ENGINEERING TECHNOLOGY						31200 1	

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27683 74 37400/22000			24000 2		21400 2	28800 1	32000 2	
BACHELOR - TECHNICAL				25900 1		30769 13	26607 3	27460 5	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	27250 4	16120 1		22800 4		20701 15			
BACHELOR - TECHNICAL	26004 1			30300 1		30333 3			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			20004 1		24202 2	17000 1		18500 1	
BACHELOR - TECHNICAL		34350 4	28370 3	31886 16	25909 9	24890 19	20640 1	30322 8	25827 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL							29736 1		27361 14
BACHELOR - TECHNICAL			27000 1	20000 1	31600 1		32900 3	30424 9	34242 37 36600/32500

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	23816 1	24533 3	26400 1		25350 2				28500 1
BACHELOR - TECHNICAL	30248 3	31572 48 40000/29400	31500 2	32910 2	31500 19	28500 1	34175 4	32118 11	34000 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL			21600 1				19500 2
BACHELOR - TECHNICAL		33200 3				31920 4	31200 3

AVERAGE SALARY OFFERS MARCH 19[illegible] MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27653 69 37400/21500	25520 7							30000 1
BUSINESS ADMIN (INCL MGMT				26500 1					
ECONOM & FINANCE (BANKING	29700 1	24000 1	21500 1		30800 1				27939 3
MARKETING/MARK MGMT (RESR		22000 1							
VISUAL & PERFORMING ARTS		14500 1							

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
COMMUNICATIONS			22200 1						
HUMANITIES - OTHER								25000 1	

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT						25800 2	33000 2	17000 1	
DISTRIBUTION MANAGEMENT				28500 1					
ECONOM & FINANCE (BANKING							20004 1		
MARKETING/MARK MGMT (RESR	21600 1	25920 3			26760 1		27079 3		
TEXTILES & CLOTHING			20000 1						
ELECTRICAL/ELECTRONIC							31750 2		
INDUSTRIAL					31020 1	28500 1	31264 5		
MECHANICAL						30000 1			
ENGINEERING TECHNOLOGY		31200 1							

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
AEROSPACE & AERONAUTICAL							31100 1		
CHEMICAL									34500 4
CIVIL							30200 5	20640 1	
ELECTRICAL/ELECTRONIC							35500 1		31342 9
INDUSTRIAL							31500 1		30882 12
MECHANICAL							31200 1		31990 19
METALLURGICAL							33600 1		32910 2
NUCLEAR							32560 1		

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
AEROSPACE & AERONAUTICAL									31600 1
CHEMICAL							35333 20 36600/34620		
CIVIL								30000 1	25000 1
COMPUTER	33500 1		43400 1	35550 2				31500 1	31500 2
ELECTRICAL/ELECTRONIC		32285 12	27382 4		29057 10	32812 1		30746 9	34373 6
INDUSTRIAL					31680 1		31560 1	32000 1	31200 1
MECHANICAL		31470 2			29222 10	29310 2	33360 1	32649 14	31432 3
METALLURGICAL									33000 1
MINING (INCL GEOLOGICAL)									30000 2
NUCLEAR		33120 1						32560 2	
ENGINEERING TECHNOLOGY	29800 1					31500 1			
COMPUTER SCIENCE			31869 3						

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
PSYCHOLOGY									18500 1
ALLIED HEALTH					27339 7				
HEALTH SCIENCES	27500 1				27305 4				
PHARMACY						38478 3			

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						28800 1			
MANAGEMENT INFO SYSTEMS						25800 1			
NATURAL RESOURCES									18000 1
COMPUTER SCIENCE					27120 5	29375 2	25431 5		
COMPUTER PROGRAMMING					24256 5				
INFORMATION SCIENCES & SY					26360 5	32093 4	27600 1		
HEALTH SCIENCES			20000 1						
MATHEMATICS								31800 2	

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		30333 3							
BUSINESS ADMIN (INCL MGMT			21267 3	23167 9					
ECONOM & FINANCE (BANKING		26500 2		24900 2					
MARKETING/MARK MGMT (RESR				19320 2					
ELEMENTARY EDUCATION									24202 2
MERCHANDISING MANAGEMENT				14490 2					
HISTORY				22800 1					
POLITICAL SCIENCE/GOVT				16120 1					
PSYCHOLOGY				18000 1					
CIVIL				27000 1					
ELECTRICAL/ELECTRONIC				31200 1					
INDUSTRIAL				27600 2					
MECHANICAL		26000 2							
MATHEMATICS					23195 3				

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	27682 70 37400/21500	23914 10	21500 1	26500 1	30800 1				28454 4
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL			22200 1					25000 1	
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	21600 1	25920 3	20000 1	28500 1	26760 1	25800 2	27873 6	17000 1	
BACHELOR - TECHNICAL		31200 1			31020 1	29250 2	31403 7		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL							31496 11	20640 1	31832 46 35500/29400

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	31650 2	32232 15	31067 8	35550 2	29261 21 36800/25343	30733 4	35072 22 36600/34260	31872 28 35400/30700	32020 17

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL									18500 1
BACHELOR - TECHNICAL	27500 1				27326 11	38478 3			

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL						27300 2			
BACHELOR - TECHNICAL			20000 1		25912 15	31187 6	25792 6	31800 2	18000 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		28800 5	21267 3	21269 18					24202 2
BACHELOR - TECHNICAL		26000 2		28350 4	23195 3				

AVERAGE SALARY OFFERS MARCH 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH								36800 1	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	27000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH						30100 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							